

## Barrett Business Services, Inc. Announces Record Earnings and Revenues For Third Quarter 1999

PORTLAND, Ore., Nov. 3 /PRNewswire/ -- Barrett Business Services, Inc. (Nasdaq: BBSI) reported today net income of \$1,835,000 for the third quarter ended September 30, 1999, an increase of 14.8% over the third quarter of 1998. Diluted earnings per share for the 1999 third quarter were \$.24, compared to \$.21 for the same quarter a year ago. Net income for the nine months ended September 30, 1999 amounted to \$3,790,000, an increase of 46.6% over the comparable 1998 period. Basic and diluted earnings per share for the 1999 nine-month period were \$.50, compared to \$.34 for basic and diluted earnings per share for the similar 1998 period.

Revenues for the third quarter ended September 30, 1999 totaled \$95.9 million, an increase of approximately \$13.9 million or 17.0% over the \$82.0 million for the same quarter in 1998. Revenues for the nine months ended September 30, 1999 were \$251.6 million, an increase of 10.4% over the comparable 1998 period.

Ι	Results of Operations (Unaudi		dited)	(Unaud	dited)
	(in thousands, except	Third Qua	rter Ended	Nine Mont	ths Ended
I	per share amounts)	September 30,		September 30,	
		1999	1998	1999	1998
Revenues:					
	Staffing services	\$56 <b>,</b> 434	\$44,199	\$139,848	\$127 <b>,</b> 289
	Professional employer				
	services	39,441	37 <b>,</b> 770	111,749	100,572
	Total revenues	95 <b>,</b> 875	81,969	251 <b>,</b> 597	227,861

Cost of revenues:					
Direct payroll costs	74 <b>,</b> 285	63,768	195,025	176,783	
Payroll taxes and benefits	7 <b>,</b> 620	6 <b>,</b> 587	21,013	19,656	
Workers' compensation	2 <b>,</b> 578	2,201	6,992	6,408	
Safety incentives	444	446	1,165	1,146	
Total cost of revenues	84,927	73,002	224,195	203,993	
Gross margin	10,948	8,967	27,402	23,868	
Selling, general and					
administrative expenses	7,116	5,826	19,376	17,677	
Merger expenses				750	
Amortization of intangibles	532	322	1,339	1,004	
Income from operations	3,300	2,819	6,687	4,437	
Other (expense) income, net	(138)	68	(80)	178	
Income before taxes	3,162	2,887	6 <b>,</b> 607	4,615	
Provision for income taxes	1,327	1,288	2,817	2,029	
Net income	\$ 1,835	\$ 1,599	\$3 <b>,</b> 790	\$2,586	
Basic earnings per share	\$.24	\$.21	\$.50	\$.34	
Weighted average basic					
shares outstanding	7,581	7 <b>,</b> 675	7,609	7,660	
Diluted earnings per share	\$.24	\$.21	\$.50	\$.34	
Weighted average diluted					
shares outstanding	7,634	7,714	7,655	7,710	

The following summarizes the unaudited balance sheets at September 30, 1999 and December 31, 1998:

(\$ in thousands)	September 30,	December 31,
	1999	1998
Assets		
Current assets:		
Cash and cash equivalents	\$	\$4,029
Trade accounts receivable, net	33,223	21,907
Prepaid expenses and other	2,002	1,103
Deferred tax assets	1,629	1,857
Total current assets	36,854	28,896

Intangibles, net	22,625	11,508		
Property and equipment, net	6,481	5,184		
Restricted marketable securities				
and workers' compensation deposits	6,431	6,004		
Deferred tax assets	733	552		
Other assets	1,150	626		
	\$74 <b>,</b> 274	\$52 <b>,</b> 770		
Liabilities and Stockholders' Equity				
Current liabilities:				
Notes payable	\$865	\$		
Current portion of long-term debt	2,783	61		
Line of credit payable	2,972			
Income taxes payable	200	438		
Accounts payable	1,362	948		
Accrued payroll, payroll taxes				
and related benefits	16 <b>,</b> 755	9,246		
Accrued workers' compensation claim				
liabilities	2,700	3,244		
Customer safety incentives payable	1,135	1,173		
Other accrued liabilities	512	514		
Total current liabilities	29,284	15,624		
Long-term debt, net of current portion	4,941	503		
Customer deposits	787	829		
Long-term workers' compensation				
liabilities	703	714		
Other long-term liabilities	1,791	1,398		
Stockholders' equity	36 <b>,</b> 768	33,702		
	\$74 <b>,</b> 274	\$52 <b>,</b> 770		

Barrett Business Services, Inc. is a human resource management company

with offices in eleven states.

SOURCE Barrett Business Services, Inc.

Web site: http://www.barrettbusiness.com

Company News On-Call: http://www.prnewswire.com/comp/082187.html or fax, 800-758-

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